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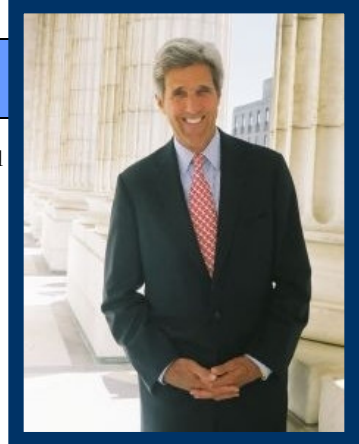
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## **Senator Kerry Named Chairman of the Senate Committee on Small Business & Entrepreneurship**

Massachusetts Senator John F. Kerry was named Chairman of the Committee on Small Business and Entrepreneurship for the 110th Congress. Kerry has served on the Committee for 21 years proving to be a tireless advocate for small businesses by working to increase access to capital, ensure small firms get their fair share of federal contracts, improve business development opportunities, and enact common sense tax proposals and small-business-friendly regulations.

Kerry has served as the senior Democrat on the Committee since 1997, serving as the Chair of the Committee in 2001-2002, and as Ranking Member from 1997-2001, and 2002-present. Earlier this year, Kerry was named as one of the entrepreneur's "best friends in Washington" by Inc. magazine.



## **Middlesex Savings Bank Named SBA Lender of the Quarter**



SBA Massachusetts District Director Moe Dubé presented John Fossett, senior vice president, and Marina Taylor, vice president of Middlesex Savings Bank with its SBA Lender of the Quarter award at SBA's quarterly partners' meeting in Worcester on December 22, 2006. Middlesex Savings Bank has increased its SBA loan portfolio for the past three years and ranks #8 for fiscal year 2007.

## **Westfield Bank Named SBA Preferred Lender**



Left to right: Sharon Czarnecki, Credit Manager Westfield Bank, Moe Dubé, SBA Massachusetts District Director and Bob Nelson, SBA Springfield Branch Manager. Westfield Bank was presented with a plaque confirming their approval as an SBA preferred lender at partners' meeting in Worcester on December 22, 2006. This status enables Westfield to offer their customers the full range of SBA loan products.

### **SBA's READY – SET – GO Community Workshops**

Learn about SBA's programs & services.

1/30 & 2/27: O'Neill Federal Building, **Boston**, 10 – 11:30 a.m. Contact Anna Outerbridge at 617-565-8510.

2/15: **Plymouth** Career Center, 10 a.m. – 12 noon. Call 508-732-5399 to register.

2/21: CareerWorks, **Brockton**, 2 – 4 p.m. Call 508-513-3400.

2/22: Scibelli Enterprise Center, Springfield, 9 – 10:30 a.m. **IN SPANISH**. Call 413-785-0268 to register.

### **Overview of SBA's 8(a) Business Development Program**

1/29: 10 – 11 a.m. Socially and economically disadvantaged firms can learn about 8(a) program benefits and application procedures, how to gain preference for federal contracts, access sole source contract, and how to become certified. Contact Anna Outerbridge at 617-565-8510 to register.

## **Meet Southeastern MA SBDC Counselor Cliff Robbins**

Clifford Robbins joined the Massachusetts Small Business Development Center (MSBDC) Network as a senior management counselor in January, 2002. He is a management professional and educator with experience in marketing, sales, strategic planning and e-commerce. In addition to counseling small businesses and entrepreneurs through the Southeastern Mass Regional SBDC office, he teaches the Strategic Management Capstone class at UMass Dartmouth in the undergraduate and graduate schools.

Prior to joining the MSBDC, Cliff worked for the University of Massachusetts Dartmouth and Bentley College as a professional lecturer and industry liaison teaching the principals of marketing, marketing research, sales management, strategic management, entrepreneurship, and organizational behavior. He was also a member of the Charlton College of Business's advisory board of directors. Cliff was the managing partner at the Consulting Resource Group, a marketing research and behavior development firm assisting growth-oriented businesses with their strategic business planning and organizing. He was executive vice president -- the director of marketing and sales of The Foxon Company. He was president and CEO of City Hall Electrical Distributors, the 120th largest distributor in the United States.

Cliff studied electrical engineering at Northeastern University. He earned a BSBA from Eastern Nazarene College and an MBA from the University of Massachusetts Dartmouth. He recently completed his Ph.D. in Organizational Behavior. He has written numerous articles on strategy and management development for professional and academic journals. He is a member of the Business Development Committee/Cape Cod Technology Council, the National Marketing Association and the Executive Circle.

The Southeastern Massachusetts Regional SBDC provides counseling assistance to businesses located in Southeastern Massachusetts, including the Cape and Islands. In addition to offices in Fall River and New Bedford, office hours are held at outreach sites throughout Southeastern Massachusetts. You can contact them at (508) 673-9783 or visit the website at [www.msbdc.org/semass](http://www.msbdc.org/semass).



## **Centralization of SBA's Standard 7(a) Loans**

SBA's Loan Guaranty Processing Center in Hazard, Kentucky will begin accepting standard 7(a) loan applications that were previously submitted to the **Massachusetts District Office on February 12, 2007**.

Submission instructions and other useful information is available on processing center's website at [www.sba.gov/banking](http://www.sba.gov/banking)

Loan packages may be sent using any one of the following methods:

by fax to: 606-435-2400;

by mail or FedEx to: SBA Loan Guaranty Processing Center, 262 Black Gold Blvd. Hazard, Kentucky 41701;

by email to: [loanprocessing@sba.gov](mailto:loanprocessing@sba.gov)

All inquiries regarding the 7a Wizard should be sent to the 7a Authorization website at [Auth-7a@sba.gov](mailto:Auth-7a@sba.gov)

If you have any questions please call your local field office or Hazard 606-436-0801 ext. 229

## **Tips on How to Prepare for SBA On-Site Reviews**

The information contained at the below link can help lenders prepare for upcoming SBA reviews. Lenders can use the 7(a) and 504 guidelines to audit loan files and check for program compliance and performance as a reviewer would. <http://www.sba.gov/olo/on-site-reviews.html>

This site contains samples of the guidelines that SBA reviewers use to conduct lender reviews. Click either 7(a) Guidelines or 504 Guidelines to find guidance to better prepare you for SBA reviews.

For further information, consult Standard Operating Procedures (SOP) 5100 which describes on-site risk-based lender reviews and safety and soundness examinations. Click on the SOP 5100 link for the full SOP.

## Northeastern SCORE Chapter Recruits Talented New Members

*Available to Counsel at Locations throughout Northeastern MA*

**SCORE**<sup>®</sup>  
Counselors to America's Small Business

The Northeastern SCORE Chapter, headquartered at Danvers Bank in Beverly, MA, has recruited talented new members to broaden and strengthen their counseling cadre. The Northeastern SCORE Chapter counsels at locations in Beverly, Concord, Haverhill, Lawrence, Lowell, Lynn, Marblehead, Newburyport, Peabody, Salem and Woburn. The following is a brief summary of the background and skills of the chapter's five newest members:

### **Peter Colarusso, Northeastern SCORE Chapter Chair**

Educated as a chemist at Tufts University, Peter spent the first 20 work years, managing a Research & Development laboratory at W.R. Grace. While at Grace, Peter studied Strategic Planning at Sloan Business School. He has extensive experience developing aggressive growth and profitability strategies at the corporate, division and small company level. Early in his business management career, Peter revitalized stagnant divisions of Grace, preparing them for profitable divestiture. These skills were subsequently applied to several small firms to position them for acquisition by Fortune 100 corporations.

### **David Conley, Vice chair, chair of the fund raising committee and branch manager of the Peabody/Salem branch**

David Conley graduated from Boston College and the University of Illinois School of Law. After law school David started work at the Boston Federal Savings Bank. After several years successfully managing the loan department, David was appointed President of the bank. David led the bank through a period of aggressive growth. When Boston Federal was purchased by Banknorth in 2005, the bank had 17 offices and \$2 billion under management.

### **Bahar Thompson, branch manager of the Newburyport branch**

Bahar Thompson was born in Istanbul, Turkey. As a young girl, Bahar came to the United States where she earned a degree in management. Bahar started her work career in a small consulting firm in New Hampshire. She migrated into high technology, holding management positions in Digital, Prime Computer, Bay Networks and Nortel. Bahar has extensive experience with start ups and new product launches. In her last position Bahar was the Corporate Program Manager responsible for the integration of corporate mergers. Her experience in mergers and acquisition has provided expertise in negotiating, planning, scheduling and working across functional groups.

### **Larry Fox, branch manager of the Haverhill branch**

Mr. Fox has over 35 years experience in the IT industry. He received Electronics and Computer Certificates from the U. S. Navy. He completed Executive Business Management Programs at Harvard and the INSEAD Business School in France. Mr. Fox retired from Hewlett-Packard in October of 2005 where he was Vice President of Technical Service Operations. During his career he had the opportunity to start up new offices in the United States and Asia. Mr. Fox was based in Singapore where he developed IT Service Operations in Australia, India and Japan. From 1997 through 2001 he was based in Hong Kong where he was the Vice President and General Manager for China.

### **Buck Bakshi, branch manager Lawrence**

Buck Bakshi received a BSEE degree from the VJT Institute in Bombay, India and a MS from Kansas State. He has spent 30 years in the high tech industry with extensive experience in manufacturing, engineering services and customer support. He has held management positions in the United States, Scotland, France, Italy, Ireland, Australia, Japan and China.

The Northeastern SCORE Chapter can be reached by telephone at 978-927-2282, or by email at [scorene411@yahoo.com](mailto:scorene411@yahoo.com). Contact them to discuss your business ideas, or to brainstorm about specific business problems. To learn more about the chapter's workshops and locations, visit their website at: [www.scorenemass.org](http://www.scorenemass.org). SCORE provides entrepreneurs with free, confidential face-to-face and email business counseling.

The National SCORE website is: [www.score.org](http://www.score.org).

## The Center for Women & Enterprise Worcester hosts January Open House *Introduces new Director to the Community*



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*District Director:  
Maurice L. Dubé  
Editor:  
Joan M. Trndell*

*CWE Worcester staff, left to right: Diane Fitzmaurice, program assistant, Kathy Maroney, business development and finance specialist, Lynn Tucker, business development and one-on-one counseling, Ivette Olmeda, business development and training specialist, Sherry Handel, director*

On January 11, 2007 from 7:30–10:30 a.m. approximately 50 clients, consultants, and community supporters attended the Center for Women & Enterprise Worcester Open House to meet the new director, Sherry Handel and her team. Three CWE clients were on-hand to showcase their products and services as exhibitors; Maile Jones, Publisher & Editor of Real Women Press; Kristen Arnold, Owner, Tubby Bundles; and Tamara Witkes, Owner, GT Catering. Attendees enjoyed the opportunity to meet these women entrepreneurs who represent the tangible outcomes of CWE's programs and services.

CWE clients Cheryl Maloney & Kim Anger from Blue Hydrangea Bake Shop donated delicious baked goods; Tamara Witkes from GT Catering donated a gorgeous fruit tray, and Cathy Walsh from Sprout donated a beautiful floral centerpiece. This event was sponsored by Grafton Suburban Credit Union. Two signs were donated for this event by Sunshine Sign Company of North Grafton. Shaw's, Price Chopper and Trader Joe's all provided in-kind donations.

CWE Worcester, an SBA resource partner, offers education, training, technical assistance, women's business enterprise certification and access to both debt and equity capital to entrepreneurs at every stage of business development. Their clients are drawn from a wide variety of racial, ethnic and socio-economic backgrounds, spanning the range from women living in public housing who may want to start home-based or small retail businesses to women running fast growth, multi-million dollar technology businesses. As a non-profit, charitable organization, CWE provides scholarships for its services in order to serve all women, regardless of their ability to pay. Contact the center, located at 50 Elm Street, Worcester, MA, at 508-363-2300 or by email at [info-worcester@cwconline.org](mailto:info-worcester@cwconline.org). For more information go to: [www.cwconline.org](http://www.cwconline.org).

## **Cost and Pricing Workshop in Springfield on March 13**

Small businesses that participate in the SBA's 8(a) Business Development program, HUBZone-certified firms, businesses operating in areas of high unemployment or low income and firms owned by low income individuals are eligible to attend the Cost and Pricing Workshop at the Scibelli Enterprise Center in Springfield on March 13, 2007.

Some of the topics to be covered in the training include:

- The basic fundamentals of indirect costs and rates;
- Developing a DCAA acceptable accounting system;
- Understanding FAR Part 31 on allowable/unallowable costs;
- Minimizing your exposure to fines, penalties and interest;
- Key audit clauses to look for in your contract.

The training is targeted to a firm's accountant, contract administrator, business manager, cost or pricing specialist, or anyone involved in the day-to-day financial or cost activities of the firm. You **MUST** be registered in the Central Contract Registration (CCR).

For more information call, 617-565-8510.